

Message Text

CONFIDENTIAL

PAGE 01 KUWAIT 00767 121232 Z

46

ACTION NEA-12

INFO OCT-01 ADP-00 PM-09 MC-02 OMB-01 T-03 TRSE-00 COME-00

EB-11 L-03 CIAE-00 INR-09 NSAE-00 RSC-01 AID-20 IGA-02

EUR-25 RSR-01 /100 W

----- 028449

R 121155 Z MAR 73

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 6149

INFO AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

USCINCEUR

SECDEF/ISA

C O N F I D E N T I A L KUWAIT 0767

E. O. 11652: GDS

TAGS: MASS KU

SUBJ: MILITARY SALES: MAGNAVOX REPS VISIT KUWAIT

MAGNAVOX REPS CHARLES HORVATH, JACK MERERDICHIAN, AND DAN ALDRED VISITED KUWAIT MARCH 7-10 TO DISCUSS POTENTIAL SALES MILITARY COMMUNICATIONS EQUIPMENT WITH KUWAIT ARMY AND AIR FORCE. LOCAL AGENT OF MAGNAVOX, JASSIM AL- SAGAR, OBTAINED PERMISSION FROM BOTH MINDEF SHAIKH SAAD AND CHIEF STAFF GENERAL MUBARAK TO HOLD MEETINGS. ON MORNING MARCH 10, REPS VISITED ARMY HEADQUARTERS WHERE THEY BRIEFED COMMUNICATIONS OFFICERS ON MAGNAVOX' S AN/ PRC-68 PORTABLE TACTICAL GROUND RADIO. REPS BROUGHT DEMONSTRATION MODELS WHICH THEY USED IN PRESENTATION. LATER IN MORNING, BRIEFING WAS HELD FOR AIR FORCE OFFICERS ON MAGNAVOX ARC 150 AIRBORNE RADIO. KUWAITIS ASKED MAGNAVOX TO MAKE WRITTEN REPORT ON BOTH PRODUCTS FOR THEIR LONDON MILITARY OFFICE WHICH HANDLES PROCUREMENT. GROUP DID NOT SEE GENERAL MUBARAK. STOLTZFUS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

Message Attributes

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Disposition Authority: golinofr
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